RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 29, 1997

RJR Account #396640
Ms. C. LeTares
MANCHESTER TOBACCO

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Christine:

DORAL ***pre-sleeved gratis*** product (6M), along with *Doral* Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. *R. J. Reynolds'* sales personnel will assemble offers at store level.

DORAL *GRATIS* BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	5	*Light 100*	12300-15212	5
FF 100	12300-21776	2	*FF 100*	12300-15312	2
Men Lt 100	12300-21858	3	*Men Lt 100*	12300-15812	3
Ult Lt 100	12300-21860	3	*Ult Lt 100*	12300-16712	3

Product / Premium Arrival: **August 19, 1997**

Ship Date to Retail: Week of: **August 25, 1997**
EFT $ Amount: **$7,210.18**
Non-EFT $ Amount: **$N/A**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $9.00 per **live 12M** case for all product packed and shipped to retail on a timely basis. This equates to **$117.00 (13 (12M) case(s) @ $9.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: H. Battle
Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51844 8739

Source: https://www.industrydocuments.ucsf.edu/docs/nmpy0000

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

51844 8740

PRODUCT ARRIVAL DATE: 8/19/97

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.

						#/LIVE CARTONS				#/GRATIS CARTONS					
SR/TERR	CUST #	FULL NAME	ADDRESS	CITY	STATE									LIVE CARTONS TO BE KEACH RETAIL ACCOUNT	DIRECT ACCOUNT
112204	524829	VASHAWS VARIETY	302 MAIN ST	GORHAM	NH	50	30	20	20	25	15	10	10	120	MANCHESTER
112204	579113	DISC BEV & CIGARETTE	ROUTE 302	N CONWAY	NH	75	30	80	80	37.5	15	40	40	265	MANCHESTER
112206	408128	CENTER STREET TEXACO	ROUTE 101	RAYMOND	NH	75	30	40	40	37.5	15	20	20	185	MANCHESTER
112208	225118	WAGON WHEEL CONV	ROUTE 11	FARMINGTON	NH	100	30	40	40	50	15	20	20	210	MANCHESTER
				TOTAL CARTONS		300	120	180	180	150	60	90	90		MANCHESTER COUNT
				TOTAL CASES		5	2	3	3	5	2	3	3		

7/29/97CTNDORL.XLS

Source: https://www.industrydocuments.ucsf.edu/docs/nmpy0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 09/25/97

ACCOUNT NUMBER: 396640
VOUCHER NUMBER: 15371529
DATE WRITTEN: 09/25/97
STATUS: PAID
AMOUNT PAID: 117.00

MANCHESTER TOBACCO
64 GRANITE ST
MANCHESTER , NH 3101

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	13.00	117.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - HB

51844 8741

Source: https://www.industrydocuments.ucsf.edu/docs/nmpy0000